

Message Text

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ACTION NEA-10

INFO OCT-01 EA-09 ISO-00 NEAE-00 EB-07 /027 W
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P R 301339Z JUL 76
FM AMEMBASSY NEW DELHI
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 7439
AMEMBASSY SINGAPORE
AMCONSUL BOMBAY
AMCONSUL CALCUTTA
AMCONSUL MADRAS

UNCLAS NEW DELHI 11189

E.O. 11652: N/A

TAGS: BEXP IN

SUBJECT: EARLY WARNING: TRADE OPPORTUNITY RELATING TO IDA FINANCED
TELECOMMUNICATIONS EQUIPMENT AND MATERIALS

1. IN JUNE, THE INTERNA-
TIONAL DEVELOPMENT AGENCY (IDA) APPROVED A DOLS80 MILLION CREDIT
TO THE GOVERNMENT OF INDIA TO FINANCE THE DEVELOPMENT,
MODERNIZATION AND EXPANSION OF THE TELECOMMUNICATION INDUSTRY.
THE MINISTRY OF COMMUNICATIONS, GOVERNMENT OF INDIA (GOI) IS
CURRENTLY ENGAGED IN PREPARING SPECIFICATIONS FOR THAT PORTION
OF THE EQUIPMENT THAT THE POSTS AND TELEGRAPHS DEPARTMENT (P
AND T) WILL IMPORT DIRECTLY UNDER THIS CREDIT. P AND T HOPES
TO SUBMIT SPECIFICATIONS TO IDA IN EARLY SEPTEMBER AND IT PLANS
TO ISSUE TENDER INVITATIONS IN THE FIRST WEEK OF OCTOBER 1976.
THE EMBASSY WILL WATCH DEVELOPMENTS AND SUBMIT REGULAR TRADE
OPPORTUNITIES AS A TENDER DOCUMENTS BECOME AVAILABLE.

2. THE DOLS80 MILLION CREDIT WILL BE UTILIZED AS FOLLOWS:

(A) THE POSTS AND TELEGRAPHS DEVELOPMENT, MINISTRY OF
COMMUNICATIONS, NEW DELHI -- DOLS25 MILLION

IMPORT OF SWITCHING EQUIPMENT (DOLS17 MILLION) AND LONG DISTANCE
TRANSMISSION EQUIPMENT (DOLS8 MILLION):

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- (I) 20,000 LINES OF LOCAL ELECTRONIC EXCHANGES
- (II) 3 EXCHANGES OF 4,000 LINES OF TOLL EXCHANGE (STD EQUIPMENT)
- (III) 2 EXCHANGES - 2,000 LINES EACH, AND
- (IV) 2 EXCHANGES - 1,000 LINES:
ELECTRONIC TELEXES
- (V) MICROWAVE EQUIPMENT
- (VI) COAXIAL LINE EQUIPMENT (12 MHZ AND 60 MHZ)
- (VII) EARTH STATIONS FOR DOMESTIC SATELLITE

COMMENT: THE ABOVE EQUIPMENT WILL BE PURCHASED BY THE GOI'S P AND T DEPARTMENT. AMONG OTHERS, THIS OPPORTUNITY SHOULD BE BROUGHT TO THE ATTENTION OF ASTRODATA; FREDERICK ELECTRIC CORPORATION; RCA; WESTERN ELECTRIC AND GTE. ITT'S LOCAL OFFICE IS ALREADY IN TOUCH WITH THE HEADQUARTERS. THIRD COUNTRY COMPETITION IS EXPECTED FROM NIPPON ELECTRIC OF JAPAN; L M ERICSSON OF SWEDEN; AND PHILIPS OF HOLLAND.

(B) INDIAN TELEPHONE INDUSTRIES LIMITED (ITI) DOORVANI NAGAR, HYDERABAD 560016 (CONTACT: I K GUPTA, CHAIRMAN AND MANAGING DIRECTOR) -- DOLS27 MILLION:

ITI WILL IMPORT THE FOLLOWING RAW MATERIALS AND COMPONENTS TO EXPAND CROSSBAR, STROWGER AND STEP-BY-STEP SWITCHING EQUIPMENT FACILITIES:

(I) RAW MATERIALS: STEEL, COPPER, PLASTICS, ETC.

(II) PROFESSIONAL GRADE ELECTRONIC COMPONENTS; INTEGRATED CIRCUITS, RELAYS, FERRITE CORES, ETC.

(III) SUB-ASSEMBLIES FOR MICROWAVE EQUIPMENT: AMPLIFIERS, WAVEGUIDES AND ANTENNAS.

(C) HINDUSTAN CABLES LIMITED, RUP NARAYANPUR, WEST BENGAL (CONTACT: B S KULKARNI, MANAGING DIRECTOR) -- DOLS22.5 MILLION:

IMPORT RAW MATERIALS: STEEL, COPPER, JELLY AND INSULATION PAPER.

(D) TELECOMMUNICATION RESEARCH CENTRE, KHURSHID LAL BHAVAN, JANPATH, NEW DELHI 110001 (CONTACT: T S SUBRAMANIAN, DIRECTOR) -- DOLS3 MILLION:

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IMPORT OF TEST INSTRUMENTS; RESEARCH AND TRAINING FACILITY.

(E) HINDUSTAN TELEPRINTERS LIMITED, G S T ROAD, GUINDY, MADRAS 600032 (CONTACT: G U MENON, CHAIRMAN AND MANAGING DIRECTOR) -- DOLS0.5 MILLION:

IMPORT OF RAW MATERIALS, TESTING EQUIPMENT, SEMI-CONDUCTORS AND OTHER DISCRETE DEVICES.

(F) P AND T DEPARTMENT HAS THREE FACTORIES LOCATED AT BOMBAY
CALCUTTA AND JABALPORE -- DOLS2 MILLION:

THIS AMOUNT WILL MEET THEIR REQUIREMENT FOR BOARDS AND BOXES.
NO IMPORTS ARE LIKELY TO BE INVOLVED.

3. ALL CORPORATIONS LISTED UNDER (B) THRU (E) ARE UNDER THE
ADMINISTRATIVE CONTROL OF THE MINISTRY OF COMMUNICATIONS. THESE
ESTABLISHMENTS HAVE NO DEFINITE TIME SCHEDULE TO ISSUE TENDER BIDS.
HOWEVER, THE EMBASSY AND THE CONSULATES GENERAL WILL REMAIN IN
TOUCH WITH THEM FOR REPORTING BID OPPORTUNITIES WHEN THEY BECOM AVAIL
ABLE. MEANWHILE,
POTENTIAL U.S. SUPPLIERS SHOULD BE ADVISED TO COMMUNICATE DIRECTLY
WITH THE PROSPECTIVE CUSTOMERS LISTED IN THE FOREGOING TO
PREQUALIFY THEMSELVES FOR THE NEEDED EQUIPMENT AND MATERIALS.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 30 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976NEWDE11189
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760295-0069
From: NEW DELHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976075/aaaaadob.tel
Line Count: 132
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: hackerp0
Review Comment: n/a
Review Content Flags:
Review Date: 15 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 APR 2004 by ThomasVJ>; APPROVED <03 JAN 2005 by hackerp0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EARLY WARNING: TRADE OPPORTUNITY RELATING TO IDA FINANCED TELECOMMUNICATIONS EQUIPMENT AND MATERIALS
TAGS: BEXP, IN
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006